

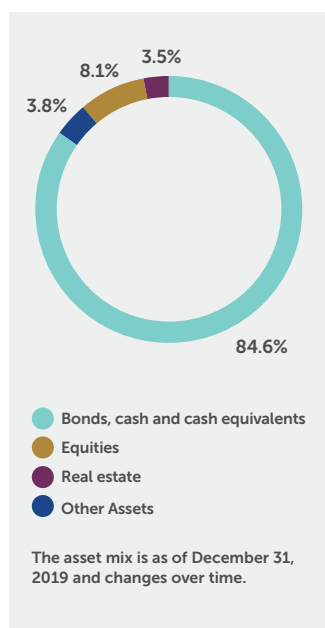
Foresters dividend history



Participating whole life insurance offers the added value of potential dividend growth

Foresters Financial™ has several types of insurance products to help meet both your current and future needs. Some of our life insurance products are called “participating” as they allow you to participate in Foresters success through dividends, when we declare them.¹

Dividends can be used to purchase additional coverage, reduce premiums, deposited with Foresters to accumulate with interest or even paid in cash.



Year	Foresters dividend interest rate	S&P/TSX composite total return index ³	Government of Canada 5 to 10 year bond ⁴	Consumer Price Index ⁵
1999	9.1%	29.7%	5.6%	2.6%
2000	8.8%	6.2%	6.0%	3.2%
2001	8.4%	-13.9%	5.3%	0.7%
2002	8.1%	-14.0%	5.1%	3.8%
2003	8.3%	24.3%	4.5%	2.1%
2004	8.1%	14.5%	4.3%	2.1%
2005	8.6%	24.4%	4.0%	2.2%
2006	8.4%	17.3%	4.1%	2.0%
2007	8.5%	9.9%	4.0%	2.2%
2008	7.9%	-33.0%	2.7%	2.3%
2009	7.3%	35.1%	3.6%	0.3%
2010	7.3%	17.7%	3.1%	1.8%
2011	7.3%	-8.7%	1.9%	2.9%
2012	7.0%	7.2%	1.8%	1.5%
2013	7.2%	13.0%	2.0%	0.9%
2014	7.2%	10.6%	1.9%	2.0%
2015	6.8%	-8.2%	1.0%	1.1%
2016	6.2%	21.1%	1.0%	1.4%
2017	6.4%	9.1%	2.18%	1.6%
2018	6.2%	-8.9%	2.3%	2.3%
2019	6.0%	22.8%	1.7%	1.9%

How dividends are calculated

The Foresters Dividend Interest Rate is the earned rate of the portfolio that supports applicable Foresters participating life products. The rate may reflect smoothing techniques to dampen volatility in the interest rate. The assumed rate used on the sales illustration provided by your insurance representative will be different as it will be specific to that product, not the entire participating product portfolio.

On an annual basis, Foresters reviews the performance of our participating products. We look at our claims experience, how we managed our expenses, and the performance of the investment portfolio that supports the participating products. These variables are part of a much larger calculation which Foresters uses to ultimately calculate the annual certificate dividend.

The table above shows the historical performance of Foresters dividend interest rates, relative to other popular indicators.²

The accompanying chart shows the mix of assets in the portfolio that supports applicable dividend paying participating products. Investments are carefully selected with security and long-term growth in mind.

The flexibility to meet your unique needs

Foresters participating whole life insurance is an attractive option for families looking to help protect their financial security. We offer the flexibility to choose from 5 dividend options for declared dividends:

Enhance Insurance

Your initial coverage starts with a combination of permanent insurance and one-year term insurance. You pay a lower premium than you would if the coverage was all permanent insurance. Each year, dividends are used to pay for the one-year term insurance and any excess is used to buy paid-up additional insurance, which also may earn dividends.

Paid-up additional insurance

Dividends are used to buy additional permanent life insurance. No further premiums are needed to keep this paid-up additional insurance in effect while the certificate is in force. Paid-up additional insurance is also eligible to earn dividends and has a cash value.

Premium Reduction

Dividends are credited towards the premium. If the dividend is greater than the premiums due in a given year, the remainder of the dividend will be applied to a secondary dividend.

Dividends on Deposit

Dividends remain on deposit within the certificate and earn interest. Dividends and any accumulated interest can be withdrawn at any time. Dividend interest is taxable.

Cash Payment

Dividends are paid directly to the certificate owner.



Foresters Financial offers members a wide range of unique and complimentary benefits including Competitive Scholarships, Community Grants and inspiring volunteer activities.⁶

Benefits that can be part of our members' lives today and every day.

Compliments of:

Foresters Financial, Foresters, and Helping Is Who We Are are trade names and/or trademarks of The Independent Order of Foresters (a fraternal benefit society, 789 Don Mills Rd, Toronto, Canada M3C 1T9) and its subsidiaries. N541

¹ Although dividends are expected on some Foresters products, they are not guaranteed. Participating life insurance products referenced refer to certificates underwritten by The Independent Order of Foresters.

² There may be material distinctions between products relying on, and the performance of, the popular indicators that impact the historical performance. Past performance is not an indicator of future performance.

³ S&P/TSX composite total return index includes the reinvestment of dividends. All figures are annual calendar year returns. TSX © Copyright 2020 TSX Inc. All rights reserved.

⁴ Government of Canada 5 to 10-year bond returns are taken from Statistics Canada, CANSIM table 176-0043 (Statistics Canada website), May 3, 2020. For each calendar year, the average of the monthly values was used.

⁵ Consumer price index inflation rates are based on the change from January to January, taken from Statistics Canada, CANSIM table 326-0021 (Statistics Canada website), May 3, 2020.

⁶ Foresters members are insureds under a life or health insurance certificate, or annuitants under an annuity certificate, issued by The Independent Order of Foresters, or social fraternal members. Foresters Financial member benefits are non-contractual, subject to benefit specific eligibility requirements, definitions and limitations and may be changed or cancelled without notice. Foresters Competitive Scholarships is a program administered by International Scholarship and Tuition Services, Inc. on behalf of Foresters Financial. Available to eligible members. Please visit <https://www.foresters.com/en/foresters-difference/scholarships> for eligibility criteria.

503677 CAN 05/20